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Hotel Design

TRENDS, FASHION & INSPIRATION | www.HotelWorldNetwork.com



Blending **East&West**

In-depth with Kimpton's design department

Universal design

Art hotels get noticed

PARK HYATT MACKA PALACE
ISTANBUL, TURKEY

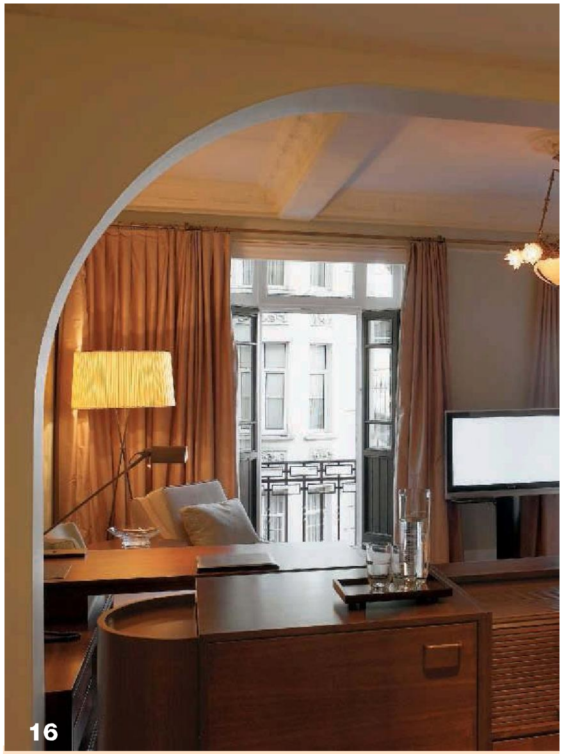
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Hotel Design

TRENDS, FASHION & INSPIRATION



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CORRECTION

On page 34 of the May 2009 issue, the guestroom design of the Shorebreak Hotel in Huntington Beach, Calif., was done by Charles de Lisle and Jonathan Staub, principal designers with De Lisle, Philpotts & Staub Interiors.

on the cover:
Park Hyatt Macka Palace

PHOTOGRAPHY:ERIC LAIGNEL

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What color is your outlook?



Paul J. Heney
Editorial Director
pheney@questex.com

Color is a fickle thing. Or maybe I should say that our perception of color is fickle. Look at a dated hotel room, and one of the first things telling us it's time for a makeover is the color. The walls, the bedding, the window treatments—they can all scream, "1972!" or "1988!"—and not in a good way.

Color has been trending to muted tones as of late. Some feel that the sophisticated beiges and off-whites we see are a reflection of these difficult economic times that we're experiencing. That certainly makes sense from an economic perspective: If you are a hotel owner in the midst of a renovation right now, you're likely being pretty conservative about every dollar that you are putting into the project. And chances are, you're interested in doing something that is pretty timeless. Listening to the dire news media reports out there is enough to make anyone worry that we won't be out of this slump before 2012. So that renovation? It had better last a long, long time.

Denise Turner of California-based ColorTurners has seen manufacturers stick to the basics; they are refraining from wildly spinning the color wheel, out of concern of generating possible non-sellable goods. She sees two interesting color trends.

"Brown is the ubiquitous color family in virtually every industry. It continues to either stand alone in monochromatic schemes or complement brighter color families," Turner says. "Green continues to be highly influenced by environmental issues. Whether it is being motivated subconsciously, through direct natural colors, eco-sustainability or by the organic culture these are all affecting the green family."

Plus, she notes, historically when the economy was not doing well, the color green became popular. Guess what? Green is popular again.

But at the same time, there are splashes of bolder color to be found. One of my favorite young designers, Stacy Garcia, calls them, "the colors of optimism." In recent collections, oranges and reds are showing through, and bright, Indian-inspired patterns are appearing.

Turner sees them, too.

"There are splashes of optimistic hues such as coral, yellow-orange, yellow-based greens, red-based raspberry and bolder and highly saturated blues. These color families add pop to our safe, neutral backdrops," Turner says.

In this climate, I'll take optimism where I can find it. If it's in a color palette, so be it. What colors are you trending to in your latest projects? What hues are your clients asking for? E-mail me and let me know what you're hearing. In the meantime, enjoy the issue.

In profile

This issue, we bring back our popular Corporate Profiles and Purchasing Profiles sections. This annual addition to Hotel Design gives you a quick overview of some of the most important and active companies serving our sector of the design industry. You'll find contact information for each company, background on the organization, as well as details on their products and services. Check out the Corporate Profiles, beginning on page 19 and the Purchasing Profiles on page 43.

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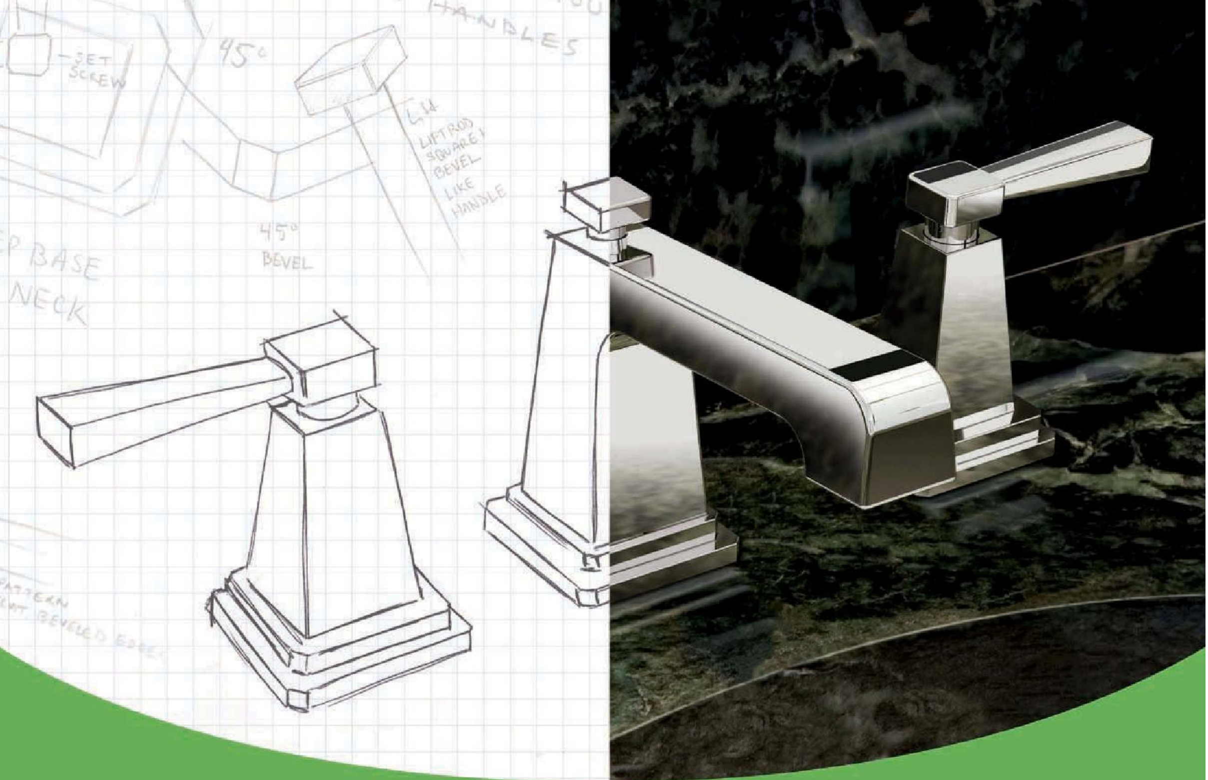
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Hotel Design mission statement

Hotel Design celebrates the design excellence of hotels, resorts, lodges and destination spas. Vivid photography, creative layouts and descriptive writing help present to the reader a broad focus on the new styles and fashion trends emerging in furniture, fixtures and the lodging spaces that provide a foundation for creativity. Hotel Design aims to be the source of inspiration for the individuals who help make it happen.



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Coast-to-coast kibitzing



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As usual, the hotel industry spring travel season has been robust and productive.

May and June highlights included HD Expo in Las Vegas, (including our networking party at TAO Las Vegas), the NYU International Hospitality Industry Investment Conference (including the UJA-Federation of New York fundraiser and the Hirsch Bedner Associates event) as well as our very own HOTEC Design in Pasadena (photos to follow in September).

This July and August, as we all return back to our respective cities and to our families and friends, I hope you all enjoy some time outside of tradeshow halls and conference meeting rooms.

We are currently gearing up for the HD Boutique show in Miami (where we will be holding our annual Designers & Developers Roundtable), Decorex and 100% Design in London, as well as The Lodging Conference in Phoenix.

Are you attending any of these events in September? If so, please drop me a line, at mmalloy@questex.com. Let's meet up and discuss what new products you have or what new projects you are developing or designing.

Looking forward to seeing you all this fall!


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BY CHRIS CROWELL

In philosophy, utilitarianism says an ethical action is that which brings the greatest good to the greatest number of people. This principle is a good guideline for the hospitality industry—a business that must accommodate all walks of life. In design, this idea comes in the form of accessibility and universal design concepts, which are meant to create environments appropriate for all people.


Rick Dagostino

Rick Dagostino, president of R.D. Equipment, dove into a pool as a lifeguard 35 years ago and broke his neck. Now, the mundane experience of staying in a hotel room is much more difficult for Dagostino, which is why he created a portable accessible chair, the Tub Slide.

"Hotels couldn't meet my needs in the mid '80s," he says. "I couldn't get a shower." Clearly it's gotten better since, but there is always room for improvement.


Danise Levine

"Just basic ramping and access needs to be improved," he says. He mentioned he was at a resort where the walkway from the hotel to the ocean was a foot-wide cobblestone path. "They could easily make those 3-feet wide," he says. "It would still look aesthetically pleasing."

At another, older resort, Dagostino had to go through the laundry room and use the freight elevator to get to his room. All of the design features of the lobby area and entrance aren't useful if some guests never get to see them.

But the most important area of focus in terms of accessibility is in the bathroom. Danise Levine, the assistant director at the Center for Inclusive Design & Environmental Access, a nonprofit research center at the University of Buffalo, says most hotel bathrooms now accommodate enough space for a wheelchair, but often, that still is not enough room.

"Most of the [ADA] access codes were designed for wheelchairs, but a lot of people are using scooters now and many are not able to use a bathroom that's designed to be accessible," she says.

Levine and her team research new universal design concepts beyond ADA regulations. One issue of critical value for the hotel guest is "wayfinding"—designing the proper markers, signage and sightlines so all people can navigate through the hotel and find what they need.

"Because you have people coming who may not speak the language, like at Disney, how do you accommodate [them]?" she says. "Is it pictures? Is it one sign with five or six different languages on it?"

Some creativity may work with wayfinding, like making different floors different themes or color schemes to provide familiarity, she says.

For more universal design concepts, visit the Center for Inclusive Design & Environmental Access at *www.ap.buffalo.edu/idea* and download its "Universal Design New York 2" pdf for hospitality-specific information.

Have a seat ▼

HEWI's Range 805 uses high-quality stainless steel, offering great strength and long-term resistance to corrosion, as well as making the surface easily cleanable and fingerprint-resistant. The brushed finishes are non-porous, giving the products their unique look. With the ergonomic grip zones and the concealed nature of the mounting elements, this line gives the user safety and protection. Moreover, the risk of damage to the products is reduced.

hafele.com/us



Safe shower ▼

Safeway Safety Step recently introduced the Safeway Tub Door, a product and installation method designed to add a water-tight sealable door to an existing bathtub. The Safeway Tub Door aids the disabled individual and/or caregiver by removing their biggest barrier and providing easier access to the tub area.

Thesafewaystep.com





CIRCLE NO. 104







Decorative help ▲

Jaclo luxury grab bars illustrate that safety can be sophisticated and stylish. ADA-compliant when properly installed, Jaclo offers various styles and finishes to coordinate with its full line of bathroom products. To further perfect the luxury shower experience, all Jaclo hand showers can be attached to grab bars via an adjustable slider.

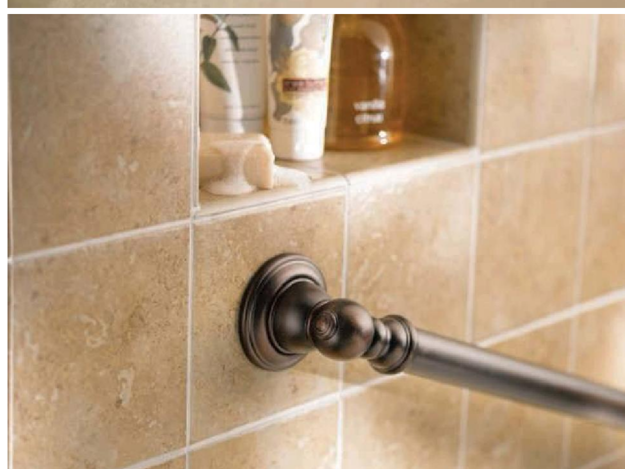
Jaclo.com

Heavy duty ▼

Moen's SecureMount grab bars are designed with six openings so they can be installed into a stud at virtually any angle, making a great tool for fall prevention. These six openings include three elongated holes to make installing easy and convenient anywhere in the shower. The SecureMount grab bars also exceed the ADA requirements with a 500-pound weight capacity.

Moen.com

















Modern history

Park Hyatt Macka Palace adds subtle contemporary flair to a city rich with tradition

PHOTOGRAPHY / ERIC LAIGNEL

For a hotel to take on the characteristics of its locality, designers from the beginning stages must be fluent in the cultural landscape of the area. Before being named the lead architect and interior design firm for the Park Hyatt Macka Palace in Istanbul, Gerner Kronick + Valcarcel had been working in Turkey's largest city for a number of years and were very familiar with the site and with what the property owner wanted to achieve.

"There are a number of wealthy families in Turkey, and we have designed quite a few buildings for them," says Randy Gerner, principal. "Because of that relationship, they asked us to design this hotel. Hyatt had never heard of us, but they embraced the idea of working with us."

The Park Hyatt Macka Palace is located in a bustling portion of the city, which Gerner describes as "hip—similar to New York's SoHo district." Designing the luxury hotel consisted of restoring Macka Palace, built near the turn of the 20th century, and constructing an additional palace adjacent to the Macka for the public spaces.

"The design philosophy was based on the fact that this building is both new and old," Gerner says. "It's historic because of the authenticity and the building's interaction with the neighborhood, and it's modern because the facilities are very up-to-date. We used this as a theme throughout the hotel."



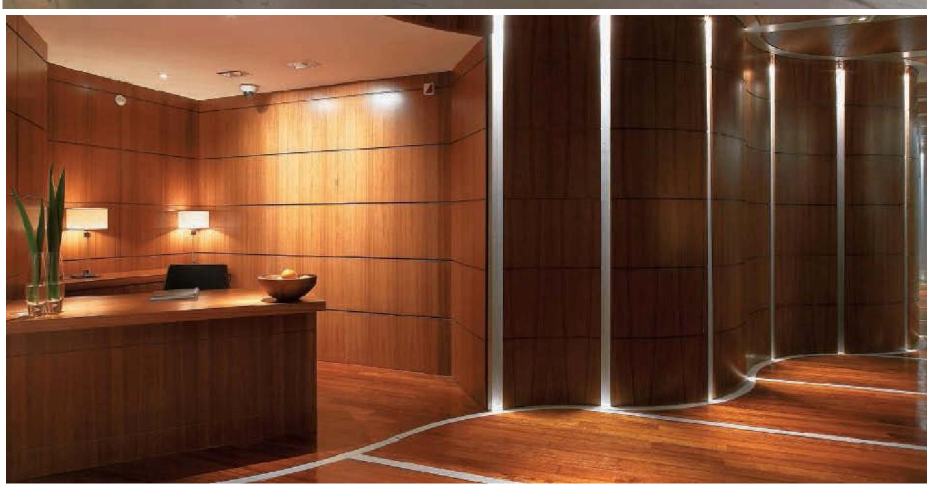
Gerner says the Park Hyatt was designed to offer privacy, which would give the guest a greater sense of importance. To access the lobby, guests enter the Petit Palace through an entrance off a side street. "The signage isn't in your face, it's very restrained," Gerner says. "You don't know what's going on inside until you're actually inside."

Guests must walk through the lobby, forcing them to interact with what the public space has to offer, in order to access the front desk. From there, they are directed to a framed entrance to the historic Macka Palace, where they can take escalators to one of 90 large guestrooms.

The sleeping portion of the guestroom is closest to the windows; a French balcony is attached to each room; light fixtures are all reproductions of fixtures found







TRADITIONAL ELEGANCE Two signature designs within the property: "wooden bricks," which form many of the lobby walls; and individual glass boxes displaying wines and their labels, because principal designer Randy Gerner believes wine is a special commodity and should be presented in the way a cigar is.


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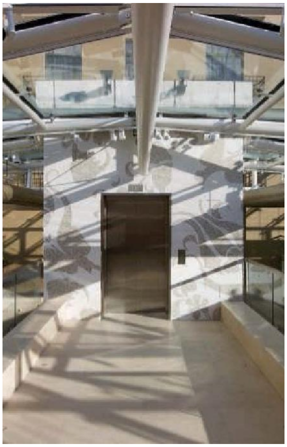


in the original building; and the ceiling above the bed is historic in nature, featuring extremely detailed carvings.

A curved-glass enclosed wet room, nearly 250 square feet, is the most modern part of the room. Gerner says because Istanbul is literally a place where East meets West, several different cultures had to be present in the bathing room. "There are five different bathing experiences—a splash tub, a rain shower, light color therapy, a steam shower and the traditional Turkish bath—all of which are designed to soothe the nerves, ease the tension and create a lasting impression," he says.

Gerner says he is completely satisfied with all aspects of the hotel, which opened in November 2008. "Sometimes as you're working, you begin to have doubts in certain areas," he says. "There was a lot of energy we put into this; the owner put a lot of energy into it and so did Hyatt. There were no doubts along the way."

—Jason Q. Freed



PROJECT SPECS

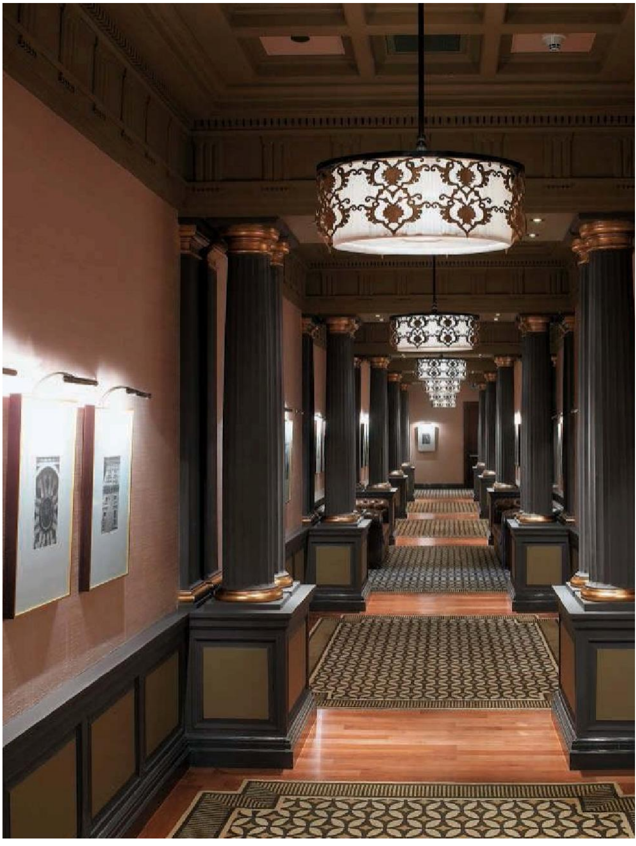
Project: Park Hyatt Macka Palace in Istanbul, Turkey

Grand Opening: May 2009

Interior Team: As Mobilya, Elegan Group, Johnson Light Studio, Bodart

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SOURCE LIST BEGINS ON PAGE 60




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Make in-room entertainment part of your design DNA

Leading hoteliers at the luxury end of the service industry have long recognized the importance of offering guests a high-quality product. A desirable location is often a prerequisite, as is a thought-through hotel design and floor layout, superb in-room comfort, an array of unique and appealing amenities, elegant touches and innovative features, not to mention a dedicated and professional level of service.

In today's connected world, expectations have grown to include services easily summarized under the term "technology." Wind back the clock not too long ago, and a hotel project was typically conceived primarily by a talented team of architects and designers, with hoteliers joining the discussion around FF&E and other critical operating requirements much later in the design phase or even after the construction phase was well under way.

Today, architects as well as designers are confronted with a host of mission-critical technology drivers, from meeting strict building codes to achieving cost-down sustainable operating conditions and total connectivity.

Leading the list is enabling guestroom automation requirements and connectivity solutions, which must be identified early. Often, the challenge is not only to deliver a unique and sophisticated guest suite, but also to incorporate video screens, on-demand music systems and quality audio intuitively delivered into various zones.

For example, for years the TV

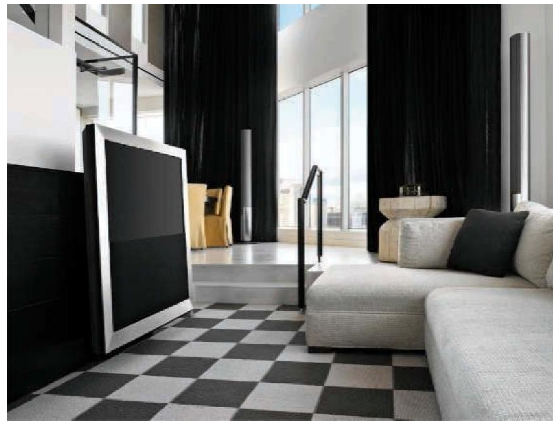


Jörn H. Bühring
VP, Hospitality Americas
Bang & Olufsen
jbu@bang-olufsen.dk

was an unwanted design problem for hoteliers. Every guestroom had to have one, but where to put it? Flat-screen technology has allowed for video displays to be taken out of the armoire and placed on either a flexible wall swivel or on top of a credenza. It's important we don't underestimate the importance of this medium: Even if guests don't want to watch TV, it serves as an important gateway to the outside world. It's interactive. It's connected. It's content on demand, and it's a critical part of every leading hotel brand's DNA and overall hotel experience.

Tony Chi, founder and president of Tonychi & Associates says, "Initially, embracing the AV system was not my choice. Today, I have learned to embrace the AV system, not from the hardware point of view, but as an intangible aspect of life. It took some design maturity to know how to combine it into the living environment."

Chi adds, "In the old days, a room was just a place to sleep, take a bath and have breakfast. Now we have discovered that guests tend to stay in the room, maybe to seek refuge from their otherwise hectic lives. … So in the future, how important are electronics in that room? That's a no-brainer. Electronics are quickly becoming much more than just visuals and music. I have talked to hoteliers who want no visual collateral in the room. No paper directories, no hotel 'book.' They don't want the cost of printing when they can easily have the guest interact through the screen."





COOL TECH Integrating technology into the guestroom is a necessary part of today's design reality. But technology and good design don't have to be mutually exclusive.

Finding a complementary design language between interior and in-room entertainment solutions is key. What often stands out here is the mismatch when it comes to an appropriate selection process. It is obvious when shortcuts are taken. But if a hotel has looked at "the best" in terms of function, design and elements of consistency across all high-touch environments, the guest experience becomes extraordinary. This nowadays includes room automation features, audio sound quality, high-resolution picture qualities, as well as a complementary and lasting design.

Jörn H. Bühring is Vice President, Hospitality Americas for Bang & Olufsen. Contact him at jbu@bang-olufsen.dk

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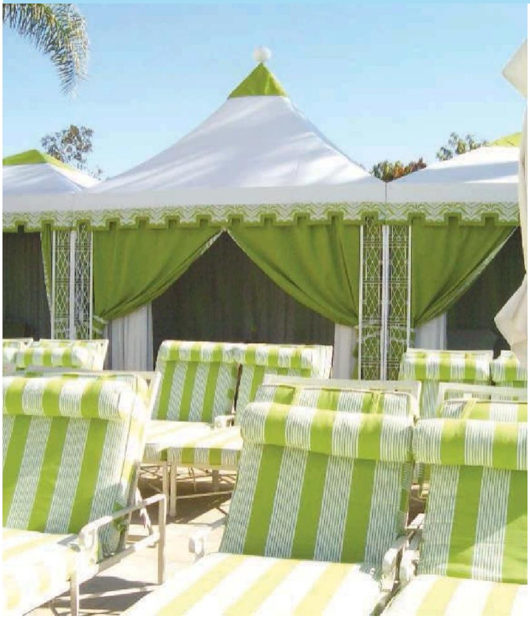
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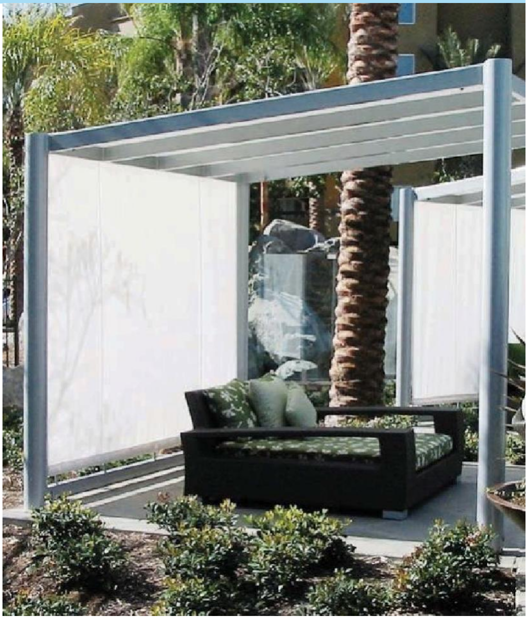
Academy's involvement with numerous trade organizations including NEWH and participation in trade shows such as HD (Las Vegas and Miami), Sea Cruise Conventions, and HOTEC, we continue to understand the latest trends that allow us to be on the forefront of the hospitality industry.

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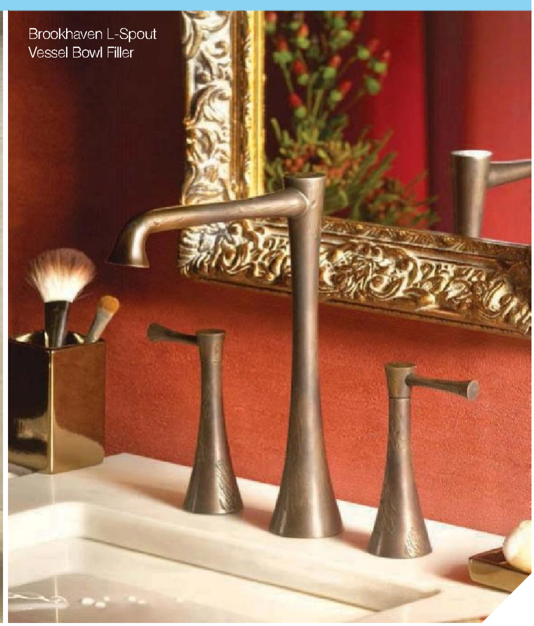
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Thanks to Armourcoat's ongoing program of research, development and continuous improvement, specifiers can now exploit the extraordinary aesthetic potential of decorative plaster in a combination of two and three dimensions. Armourcoat has also introduced a wide range of practical wall finishes for large-scale commercial applications, which outperform traditional wall coverings.

To complement our global product reach, Armourcoat is now operating directly within the USA. From our US National Head Office, distribution and production center in Las Vegas, Armourcoat will provide quality service and technical support for customers. With this move the company aims to offer competitive pricing, responsive sampling and service for this world-class decorative products Group.



Headquarters of the InterContinental Hotel Group, London. Finish is banded Armourcoat Sculptural seamless wall system with white Spatulata Venetian plaster

BRADFORD PRODUCTS, LLC
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Wilmington, NC 28412
Tel: (800) 438-1669
Fax: (910) 791-0566
Website: www.bradfordproducts.com
Email: info@bradfordproducts.com

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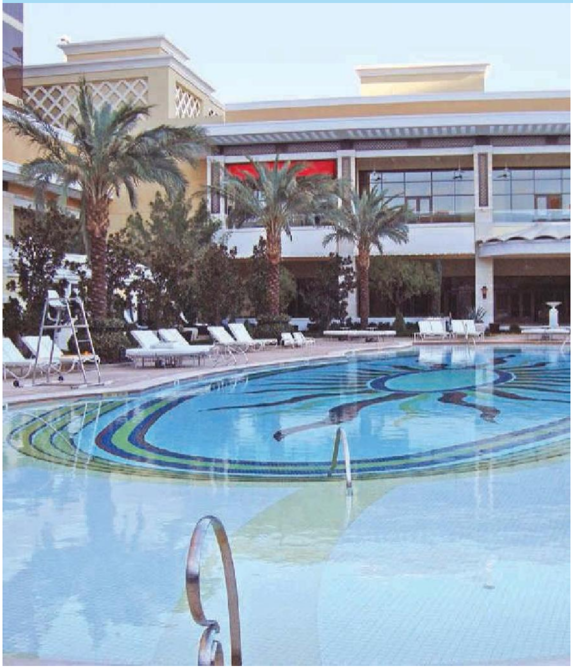
Bradford Products

When your project includes pools or hot tubs, for above grade or elevated installations, Bradford Products provides your solution. Bradford Products, LLC is America's premier manufacturer of high quality stainless steel pools, hot tubs, SwimSpas®, Water Features, SteamRooms®, therapy tanks, and spa experience vessels. The products can be finished as *all stainless*, *tile trim*, or *full tile*. Stainless steel aquatic vessel construction can be applied to in-grade installations as the leak-proof characteristic of a stainless steel shell addresses many owner concerns.

Since 1982, Bradford Products has worked with architects, engineers, aquatic designers and contractors to provide them with the very best products available. Bradford can offer a turnkey operation providing expertise on concept and design and take you through the manufacturing and installation process.

As a family owned and operated company, Bradford Products has over 45 years of experience with stainless steel fabrication and over 25 years of experience with the design and manufacture of stainless steel aquatic vessels. All manufacturing is done in-house. Bradford Products also provides a highly mobile work force to accommodate projects that require on-site construction and installation.

The ability to produce world-class aquatic vessels has put Bradford at the forefront of high profile specialty pool, hot tub and spa experience construction. Bradford Products has over two-thousand commercial installations throughout the USA and internationally. Bradford has the experience and ability to handle the most demanding projects in the most challenging environments.






Stainless steamroom with diffuser
Stainless 3 runnel water feature & spa
Stainless waterwall clad with marble
When leaks are not an option...
Stainless Steel.
Bradford Products, America's premier manufacturer of Stainless Steel Aquatic Vessels is the definitive source for all your hotel pools, hot tubs, steam rooms and destination spa needs.
*applies to specific vessels
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FOH FRONT OF THE HOUSE®

room360°® by FOH

Extraordinary impact for an ordinary budget

FRONT OF THE HOUSE (FOH) designs and manufactures fun, functional and extremely durable tableware and serveware for the hospitality trade, transforming the ordinary into modern elegance, all at a great price.

Comprised of more than 1,200 items, including nine complete porcelain dinnerware collections and 29 additional product categories, FOH truly offers something to suit every property. We inject the industry with products that are a refreshing difference to the uninspired stagnant wares typically offered to the trade. All FRONT OF THE HOUSE (FOH) products are designed to stimulate the senses and reflect remarkable craftsmanship, durability and value.

room360° by FOH, the division for Room and Bathroom accessories, designs and manufactures stylish amenity solutions for many of the finest hotels and design firms worldwide.

Produced from unique materials, our products enhance any room or bathroom and ultimately, the guest experience. All stocked in large quantities in our 100,000sf Miami Distribution facility, customers can choose from hundreds items, including amenity trays, serving trays, coffee or desk amenity trays, towel trays, and waste baskets, soap dishes and dispensers, toothbrush holders, tissue covers, and a variety of other useful and well priced items designed to eliminate amenity clutter while adding streamlined style.

As YOUR factory for design and manufacturing, FOH's divisions, Front of the House and room360° by FOH have the capability to deliver, no matter what your need. FOH … Extraordinary impact for an ordinary budget™.

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Global Allies

Leading manufacturers of TASK CHAIRS and BANQUET CHAIRS with an emphasis on design, quality, and comfort, Global Allies is steadfast in its mission to provide the highest quality task and stackable banquet chairs in the hospitality industry. Its line of banquet chairs features contemporary, modern, fresh styling and exceed the daily demands of banquet, ballroom and meeting room operations. The company has raised the bar for design within the category providing hotel and resort properties an opportunity to brand and market their public function areas. The company's upscale designs represent a noticeable departure from the typical commercial stackable chair, empowering hotels and resorts to increase their revenues with a more sophisticated public space environment.

CIRCLE NO. 113

The broad line of ergonomic task chairs offer high style and up-to-date engineering. Designs that will complement most any décor, Global Allies' upscale task chairs blend luxury with comfort, resulting in a chair that functions both as a comfortable lounge chair as well as an easy to use functional work chair. Each chair features enhanced durability to withstand the increased demands of the hospitality environment as well as improved ergonomics to ensure the guests' comfort during their stay.

Global Allies ... delivering the difference.





GERBER PLUMBING FIXTURES LLC
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Gerber Plumbing Fixtures LLC

Gerber Plumbing Fixtures LLC is a leading manufacturer of vitreous china plumbing fixtures, faucets and fittings for the residential, commercial and hospitality construction markets. Gerber's products are sold exclusively to the plumbing professional and are supported with Gerber's superior customer service. Gerber is a member of the U.S. Green Building Council and a partner in the U.S. EPA WaterSense Program. The 76-year old company is committed to protecting the environment through resource conservation and building best practices.

Product Innovation

The latest bathroom product introductions by Gerber epitomize the balance of environmentally conscious style and product performance. The new sophisticated Wicker Park™ bathroom suite is complete with high-efficiency toilets (HETs), low-flow bathroom faucets, pedestals and self-rimming or undercounter lavatories.

The Wicker Park suite HETs use only 1.28 gallons of water per flush (gpf) versus the industry standard 1.6 model, saving a minimum of 20 percent annual water usage. The Wicker Park bathroom faucets are certified by WaterSense, offering water at 1.5 gallons per minute (gpm) as compared to the industry standard 2.2 gpm.

Available summer 2009, in chrome and brushed nickel finishes, the Wicker Park faucets showcase clean lines that complement the style of the collection's vitreous china.

The Wicker Park suite is fifth in the line of Gerber's Bathroom Collections. The bathroom collection comes with a limited lifetime warranty and is in compliance with ANSI/CSA/IAPMO codes and requirements.



HOTEL TECHNOLOGIES
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(732) 574-0117 ext. 3-228
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eashkenazi@hoteltech.com

Hotel Technologies
The science of feeling at home

Hotel Technologies

Hotel Technologies brings "the science of feeling at home" to hotels and their guests. Hotel Technologies designs, develops, engineers and manufactures a wide variety of state-of-the-art intelligent electronics products to the hospitality trade, including alarm clocks, clock radios, speaker systems, and lighting fixtures under the Timex and iHome brands. SDI's hospitality products contain numerous unique features, including single day alarm, iPod and iPhone adjustable docking/charging stations, extra outlets, auto-set clocks, soothing bedtime beats music, and preset tuning icons, all of which are user-friendly and contribute to the enjoyment of the guest's stay by making their hotel rooms feel like home.

Hotel Technologies has sold its products to virtually every major hotel chain around the world, including Hilton, Hyatt, Marriott, Disney, Wynn, Ritz-Carlton, Four Seasons, Omni Hotels, MGM Grand and many others. Several of these hotels have featured iHome products in their print ads, airport billboards, television commercials, online promos and room keys, which has resulted in millions of impressions, contributing to iHome's brand equity and high consumer recognition rate.

About our Parent Company

Founded in 1956, SDI Technologies designs, manufactures and markets a broad range of consumer electronics that are innovative and high in quality. SDI's key product lines include alarm clocks, clock radios, portable speakers, and home audio systems. SDI has also launched its new iHome licensing program and has signed a variety of licensees in multiple categories ranging from computer accessories to lighting. SDI's key national brands include iHome, Timex, Bongiovi DPS, Harley-Davidson, Made for iPod, Works with iPhone, Designed for Zune and Bluetooth.





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www.hotelvanities.com

HOTEL VANITIES INTERNATIONAL
1-888-457-7465 | www.HotelVanities.com

Hotel Vanities International

Hotel Vanities International (HVI) offers a complete line of products in many materials for the bath area and beyond. Products include vanity tops, furniture quality wood vanity bases and support framing, tub surrounds and walls, skirting, dry and wet bars, kitchen tops, garden and whirlpool tubs, tub decking, ADA roll-in shower units and windowsills. HVI also offers under-mount china bowls, faucets and a complete line of bath accessories.

Vanity tops, bar tops and window sills are available in natural granite, engineered quartz, cultured marble and Solidstone™ solid surface. Showers and tub wall surrounds are available in natural granite, marble and ceramic tiles, cultured marble panels and acrylic sheet goods. Tubs are available in steel and acrylic, with or without whirlpool systems. HVI has a broad selection of bath accessories from tissue dispensers to towel bars.

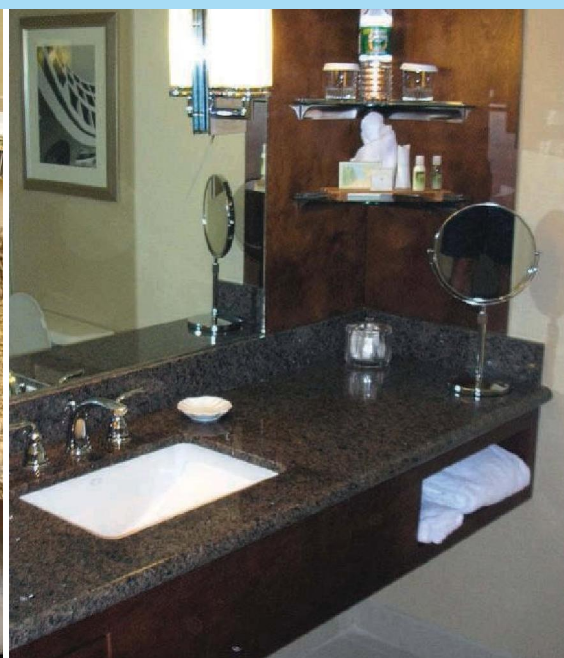
Since its inception, HVI has focused on service, product quality and a diverse selection of available materials from which selections can be made. From on-site consultation and measurement to installation and field service, HVI strives to make your new bath installation or complete remodel project a pleasant experience.

HVI has the skills to completely design or redesign your facilities for the maximum efficiency and convenience of your customers while keeping costs in line with your budget.

HVI's knowledgeable installation crews can do as much or as little as you choose. The crews will handle anything from demolition to final caulk, or you can choose to have a qualified HVI trainer train your maintenance department on how to do the work.

HVI is an approved supplier for most hotel chains and has an extensive and impressive list of references.





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KETTAL

Grupo Kettal





Marcel Wanders and Patricia Urquiola

Founded in 1964, Kettal started as a distributor of aluminium furniture, eventually moving into the manufacturing of other materials such as resins, wood and synthetic fiber furniture.

The company has evolved with the market to achieve a position of leadership. Today, Grupo Kettal gathers four renowned brands: KETTAL, TRICONFORT, HUGONET and EVOLUTIF. The brands are distributed in more than 80 countries.

The new collections

Kettal presents the new Kettal Atmosphere collection designed by Marcel Wanders. Kettal Atmosphere is an elegant and functional modular collection. It can be combined in countless ways to suit any space and style. The patterned porotex fabrics and tabletops were designed exclusively by Marcel Wanders for the Kettal Atmosphere collection. The collection comprises three fabrics: Wanders Silver, Wanders Brown and Wanders White.

Kettal presents the new pieces for Kettal Maia, designed by Patricia Urquiola. The Kettal Maia collection is a whimsical one that embraces naturalness. The braided design and the sturdiness of the aluminium structure create a combination that is full of energy.

A sophisticated hand-braided design with flower shapes creates a unique shadow.

Completing the season's collection are the new models for the wheeled deckchair, the center, side and dining-room table, two-seater sofa, 360°-rotating double deckchair and tall stool. There is a new white color for the structure and a range of exclusive fabrics, also designed by Patricia Urquiola.

Urquiola explains the design of the Kettal Maia collection as, "an industrial reinterpretation of traditional hand-made wicker designs." The Kettal Maia collection is a departure from conventional wicker designs in furniture, featuring a new contemporary geometry. The furniture gains its lightness and modernity by combining high-tech fibre and a broad aluminium structure. The pieces define their own space, transmitting energy with their form. The design is rounded off with comfortable three-dimensional cushions. The collection is available in white, grey and orange, and the frame is offered in 16 colors.



The designers

Patricia Urquiola is a Spanish architect based in Milan, and is known for the original designs of objects and furniture that she produces. The creator of some of the most emblematic pieces in the current range, she created the Maia collection, one of her most characteristic works, for Kettal. She received the AD Architecture Design Award 2008.



"The piece I identify with most is the Relax armchair. I like finding the most suitable material for each project and working on technologically developed materials using craft techniques, or using an industrial process on a material from the past," she said.

Marcel Wanders won the 2007 Visionary Award from the New York Museum of Arts and Design. Born in the Netherlands, he is one of the most significant designers on the international stage. He has won numerous prizes and his designs have been selected by the most important design collections in the world, including MoMA, the Museum of Modern Art in San Francisco, and the V&A Museum in London.

"A Marcel Wanders design is inspiring, has lots of light, is sophisticated, positive, innovative, looks good, is long-lasting, intelligent and sensitive," he said.


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LG takes in-room technology to the next level

Innovation and energy efficiency are top-of-mind for hoteliers today. And LG Electronics is leading the way with a full line of smart hospitality solutions led by new Pro:Centric™ and EcoSmart™ technologies.

A cost-effective way for hotels to deliver uniform services and features, the Pro:Centric applications platform is able to provide in-room services without the need for additional hardware such as set top boxes. For example, Pro:Centric can provide guests with applications such as an Electronic Interactive Program Guide, featuring advanced channel search and selection capabilities for easier channel surfing. Future releases will allow hoteliers to customize their applications with unique authoring tools and Java-enabled technologies such as room service menus, spa services and golf course schedules on the HDTV at the touch of the remote. (Guest service applications may require optional software, hardware, a third-party subscription service contract and customization at an additional cost.)

Taking smart energy savings one step further on both plasma and LCD models, LG's HDTVs combine Intelligent Sensor and Power Saving functions, with new "LG EcoSmart" technology. Intelligent Sensor automatically adjusts picture brightness based on the amount of ambient light in the room, which can help to save energy. Dynamic Power Savings reduces power consumption by automatically reducing the brightness level based on the incoming video and optimizes the picture settings at the same time. Static Power Savings allows the installer to set the preferred power consumption level to maximize the energy savings based on the type of room light levels. This combination of automatic settings and options for manual adjustments helps hoteliers save on energy costs while still providing superior picture quality to guests.

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LEFT: Wall mounted is the LG700H series Pro:Centric enabled HDTV.

BELOW: PS60C series HDTV with EcoSmart technology.

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Transport your guests to the Mediterranean and create a pampered spa experience they will remember with L'Occitane Guest Amenities.

L'Occitane is a luxurious and natural body and skincare company from the South of France. Using only the highest quality ingredients, our products bring the best of Provence to your property and into the hands of your customers.

Currently, L'Occitane amenities can be found in many of the world's leading luxury hotels, boutique properties, cruise lines and airlines.

Choose from our extensive selection of amenities with ranges including: Shea Butter, Verbena, Citrus Verbena, Ruban D'Orange and Aromachologie. We also offer a wide range of soaps, accessories and mini-products, as well as our NEW "Turn Down" program, designed for travelers' needs. Contact us to create a special package or assortment for your property.

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Top Benefits of L'Occitane en Provence:

- Widely recognized international retail brand
- Unique formulations & scents
- Consistently launching new products
- Innovative packaging
- Refill program

There has never been a better time to embrace our refill program!

Our Shea Butter line features shampoo, conditioner, shower cream and body lotion in generous 500ml bottles, as well as an elegant metal bracket for use in public areas. These products are perfect for health clubs, country clubs, hotels, restaurants, airlines and cruise ships.

The refill program is extremely cost effective, mess free and environmentally friendly! To find out more, visit *www.loccitane.com* or contact us directly.



MINCEY MARBLE MFG., INC.
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dmincey@minceymarble.com

Mincey Marble

Mincey Marble is best known for its tub and shower surrounds that look like tile but are actually cast marble panels. Each wall is one piece. We have a problem at trade shows with people walking by thinking that they are seeing tile. Once they realize they can have the look of tile without unsanitary grout, they become very excited.

Mincey Marble has been in business since 1977 as a cast marble manufacturer of bath products such as vanity tops, tub and shower surrounds, shower bases and tubs. We began as a supplier to the high-end residential and commercial markets, but moved to commercial-only 15 years ago. We provide materials to the healthcare, multi-family, education, military and hospitality industries. In the hospitality industry, we are specified by the leading national brands including Marriott, Hilton, Intercontinental, Choice, Starwood, Carlson and Hotel Sierra.

We are known for our innovation. The ability to design and manufacture our own unique molds sets us apart from our competition. There is not another cast marble company like ours. We enjoy working with designers to bring their ideas to reality. We have the in-house skills to take a new product from the drawing board to the finished product.

Today, Mincey Marble continues in the tradition of our founder, Kenneth Mincey, by producing cast marble products that are well crafted and specifically designed to meet the changing needs of our customers. We have built our company and our reputation on personal referrals and customer satisfaction. All of our products are made in Gainesville, GA, USA.





OLD WORLD CLASSICS *Series*

TS-OWC/13 x 20 STAGGERED STONE

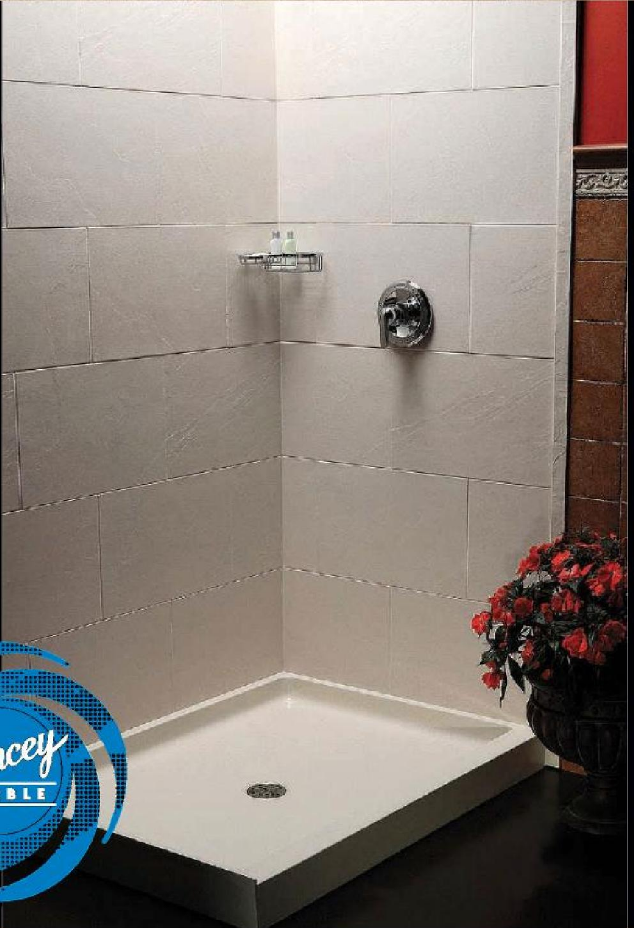
The shower should be a place of well-being and rejuvenation. Our Staggered Stone surrounds add a spa-like ambiance to the bath area so that the bather feels pampered and relaxed.

There is no tile or grout in these surrounds. Each wall is one piece, allowing for quick and simple installation without compromise of design.

The sealed, sanitary surface of Mincey Cast Marble surrounds naturally repels mold, mildew, fungus and bacteria while allowing the beauty of the design to dominate. Available in Mincey Classic™ or Mincor™ which is Class A rated per ASTM e84.

Mincey MARBLE

PROUDLY MADE IN THE USA



#7670 SOLID BONE

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#420 CASHMERE

#895 LINEN

#7N06 WHITE QUARTZ*

#830 CANCUN*

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PHILIPS

Philips Hospitality – a hotel's best resource

Philips is committed to providing sustainable solutions for the hospitality industry, offering a full range of products in entertainment, lighting and healthcare designed and packaged for the hotelier.

Commercial televisions, extending in size from 22" to 52", have sleek lines and a stylish gloss black finish that complement any guest room, suite or common area. Hoteliers find peace of mind with features such as Philips' second generation SmartPower technology for in-use energy savings, USB cloning for time-savings on TV installation, software downloads for the latest updates, LodgeNet® built-in and industry standards of Pro:Idiom™, MPEG-4, SmartCard and SmartPlug. And of key significance is 24/7, live customer support and a two-year warranty with advanced exchange and same-day ship. What better way to keep rooms saleable and operational costs to a minimum?

Throughout the property, Philips delivers not only televisions and entertainment solutions, but also automated external defibrillators (AEDs) and lamp and fixture solutions for incandescent, compact fluorescent, high intensity discharge (HID), and LED. Whether it's the lifesaving addition of an AED to the pool area, tastefully placed accent lighting in a restaurant, energy-saving compact fluorescent light bulbs, the perfect sconce to complement the executive lounge, or strategically located LEDs to transform indoor or outdoor environments, Philips meets your hospitality needs.

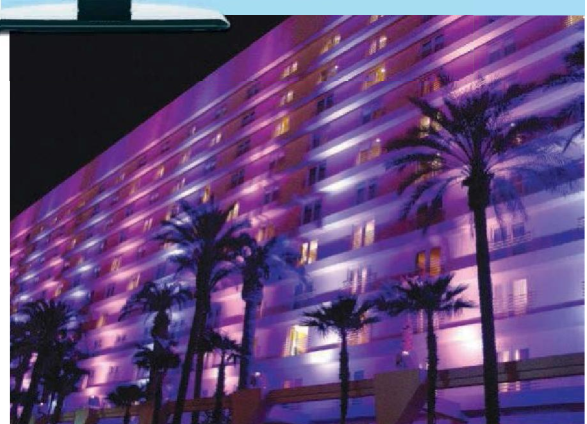
From energy efficient televisions, lamps and LED lighting solutions to automated external defibrillators (AEDs), Philips delivers innovations to help make your property greener.
















PHILIPS



This annual list represents 36 companies that completed the 2009 survey. Surveys were conducted electronically in May and June 2009 on the HotelWorld Network website. To be included in a survey you must first register at *www.HotelWorldNetwork.com*. Then visit *www.HotelWorldNetwork.com/survey-list* and click on "Sign up for survey" to receive next year's survey.

Dollar amounts represent 12 months ending Dec. 31, 2008.

Firm name	Contact name and information	Hotel client purchasing	All client purchasing	Hotel properties supplied	Top lodging segments served	Regions
ACI-The Purchasing Professionals	Ann Myers acibuys@hotmail.com	NA	NA	NA	Nationwide, International	Midscale w/F&B, resort, upscale
ADM Associates	Debra Robinson debrar@admbuys.com	$42 million	$46 million	14	Nationwide, International	Upscale, midscale w/ F&B, resort
Avendra	Tim Clarke tim.clarke@avendra.com	$3 billion	NA	5,000	US, Canada, Caribbean	All segments
Becwood Purchasing	Robert Unger runger@becwoodpurchasing.com	$3.9 million	$4.9 million	2	East Coast	Midscale
Benjamin West	Dede Kassel dkassel@benjaminwest.com	$385 million	$385 million	300	International	Upper-upscale, upscale, midscale w/ F&B
Beyer Brown & Associates	Mark Friesen Mark@beyerbrown.com	$60 million	$60 million	NA	International	Midscale, resort, upscale
BuyEfficient	Rich Warren rich.warren@buyefficient.com	$300 million	$300 million	1,050	Nationwide	Full service; limited service, luxury
The Carroll Adams Group	Michael Kells mkells@carrolladams.com	$34 million	$34 million	21	International	Upper-upscale, resort, midscale w/ F&B
Commercial Interior Decor	Doug Roby droby@cidinc.net	$7.5 million	12.3 million	63	Midwest	Midscale w/ F&B, resort, midscale w/o F&B
Corporate & Franchise Interiors	William Little info@cfi-interiors.com	$4.8 million	4.8 million	25	Primarily East Coast	Midscale w/o F&B, midscale w/F&B, all-suite
CVC Hospitality	Bill Young b.young@cvchospitality.com	$27 million	$27 million	65	Nationwide, Caribbean	Upscale, midscale, resort
Focus Interior Contracting	Margaret O'Neal margaret@focusintcont.com	$22 million	$22 million	20	International	Upper-upscale, upscale, resort
Fourth Dimension Designs	Wanda Deener wdeener@4thdd.com	$13.8 million	$13.8 million	96	Nationwide	Midscale w/o F&B, all-suite, midscale w/ F&B
Group One Partners	Kevin Mullin kevin@grouponeinc.com	$32 million	$32 million	21	East Coast, Midwest	Midscale w/o F&B, midscale w/ F&B, extended-stay
Hatch Purchasing Corp.	Sean Hatch sean@hatchpurchasing.com	$22 million	$22 million	40	Nationwide	All
Hatchett Hospitality	Chris Robinson chris@hatchetthospitality.com	$70 million	$80 million	190	East of Mississippi River	Midscale w/o F&B, upscale, all-suite
HFS Concepts 4	Brent Lynch blynch@hfsc4.com	$51 million	$51 million	15	Nationwide	Upscale, midscale w/ F&B, upper-upscale
Hospitality Design Consultants	Joel Miron jmiron@hospitalitydesign.biz	NA	$64.5 million	24	West Coast, Southeast, Mid-Atlantic, Caribbean	All except economy



BILL MCBAIN
President
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Hospitality Purchasing Consultants

Hospitality Purchasing Consultants (HPC) is a boutique FF&E purchasing firm that provides a high level of attention and service to our clients.

HPC acts as a fiduciary agent for our clients and charges a flat fee for our services. HPC specializes in luxury resort hotels, resort condominium projects and full-service hotels.

Current project locations include Rome, Brussels, Quebec, Melbourne, Los Angeles, Seattle and Washington, D.C.

HPC also provides FF&E valuation, technical advice, due diligence and consulting services to lenders and hotel ownership groups.

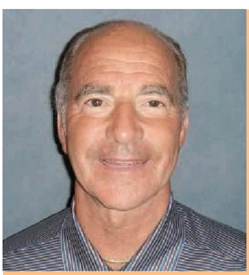
Bill McBain is the President/Founder of Hospitality Purchasing Consultants and has 10 years of hotel sales/management experience along with 14 years of hospitality FF&E purchasing experience.

HPC is based in Highlands Ranch, Colo.

CIRCLE NO. 115



Penthouse Suite – Ft. Harrison Hotel, Clearwater, FL.



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neil locke & associates
Hospitality Procurement

Neil Locke & Associates

Neil Locke & Associates consists of veterans of the hospitality procurement industry who have combined their expertise to provide the highest quality FF&E procurement services at costs that represent true value.

Acting as an advocate for our clients, we believe in constant communication involving the entire project team. This symbolic working relationship allows ideas to flow freely and decisions to be made effectively.

Our policies and procedures are flexible to accommodate the unique requirements that each new project brings with it.

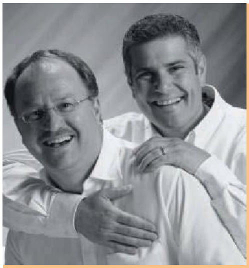
The concept of time payment in the early stages of the development process allows work to be completed in a disciplined and diligent manner, and reduces project costs in the later stages.

When you choose Neil Locke & Associates, you will have the company's senior management involved from start to finish. Our years of experience in working with the world's largest hospitality clients have taught us to apply careful scrutiny and exacting management standards to bring about a successful completion to each and every project.

CIRCLE NO. 124



Firm name	Contact name and information	Hotel client purchasing	All client purchasing	Hotel properties supplied	Top lodging segments served	Regions
Hospitality Purchasing Consultants	Bill McBain bill@ hospitalitypurchasingconsultants.com	$34 million	$34 million	15	Nationwide, International	Upper-upscale, upscale, condominium
HPG International	John Eagan john.eagan@hpgimail.com	$225 million	$225 million	175	Nationwide, International	Upper-upscale, resort, midscale w/ F&B
Innvision Hospitality Supply	Sales info@innvisionsupply.com	NA	NA	More than 400	Southeast Texas, Midwest, Mid-Atlantic, Northeast	Midscale w/o F&B, all-suite, extended-stay
Integrated Services Corp.	Ira Slade islade@iscnyc.com	$200 million	$200 million	22	Nationwide, International	Midscale, upscale, upper upscale
J Mo	Joni Morishita jmoinc@comcast.net	$12 million	$12 million	8	Nationwide	Resort, upscale, midscale w/F&B
Level 3 Design Group	Alisa Fouse alisa@level3dg.com	$22 million	$22 million	18	West Coast	Upscale, midscale w/ F&B, midscale w/o F&B
Martin Stringfellow Associates	Martin Stringfellow martin@mbsco.com	$100 million	$125 million	35	International	Upper-upscale, upscale, midscale w/F&B
Neil Locke and Associates	Neil Locke nlocke@neillocke.com	$125 million	$125 million	48	East Coast, Midwest, West Coast, International	Upper-upscale, resort, economy
The Parker Company	Douglas Parker dparker@parkerinternational.com	$475 million	$475 million	35	International	Upper-upscale, upscale, resort
Procurement Consortium	Amy Fagnani afagnani@procurementconsortium.com	$6.06 million	$6.75 million	2	International	Upper-upscale, resort
Project Dynamics	David Shulman dshulman@projectdynamics.com	NA	NA	14	Nationwide, International	Upper-upscale, upscale, resort
Purchasing Associates	Gregory Loh gloh@painy.com	$37 million	$37 million	12	East Coast, West Coast	Upper-upscale, upscale, midscale w/F&B
Purchasing Management International	William Langmade blangmade@pmiconnect.com	$305 million	$305 million	72	Nationwide, International	Upper-upscale, midscale w/ F&B, resort
Ramsey Purchasing	Debra Kay debra@ramseypurchasing.com	$23.5 million	$23.5 million	14	Nationwide	Upper-upscale, upscale, midscale w/o F&B
Rosemont Project Management	Daniel Watts dan.watts@hyatt.com	$116.5 million	$128 million	175	Nationwide, International	Midscale w/F&B, resort, midscale w/o F&B
Source1 Purchasing	Scott Hoffmire scott.hoffmire@source1purchasing.com	$200 million	$290 million	500	Nationwide, Canada	Midscale w/ F&B, economy, extended-stay
Steckroth Hospitality Group	Bill Steckroth info@steckrothhospitalitygroup.com	$50 million	$50 million	28	All	Midscale w/F&B, extended stay, upper-upscale
The Stroud Group	Marjorie Waldman; Michael Orloff marji@stroudgroup.com	$200 million	$225 million	80	Nationwide	Upscale, midscale w/ F&B, all-suite



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PROJECT DYNAMICS

Project Dynamics, Inc.

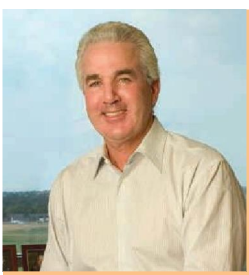
Project Dynamics, Inc. is a privately held, joint venture between David Shulman and Paul Jones (PJ). Established in November of 2000, Project Dynamics was created to provide comprehensive professional FF&E and OS&E consulting, procurement and expediting services, while maintaining the highest ethical business practices in the industry.

Over the past nine years, Project Dynamics, which was initially a three-person operation, has grown to a company with more than 30 employees. With offices in Las Vegas, Los Angeles, and our new office in Cebu, Philippines, managed by Michael Shapiro, formerly of Starwood Hotels & Resorts, Project Dynamics has more than 40 clients, with projects located in the U.S., Canada, Mexico, South America, the Caribbean and Europe.

With a specialty in the highly designed independent, luxury and mega resort markets, Project Dynamics has carved its own unique niche in an already niche-type business. Challenging, unique and highly specialized projects that many companies shy away from are the ones that most intrigue Project Dynamics. Thanks to continued support from our clients, the designers and architects with whom we've worked and the vendor community, Project Dynamics' future shines bright. We welcome you to visit our website at www.projectdynamics.com.

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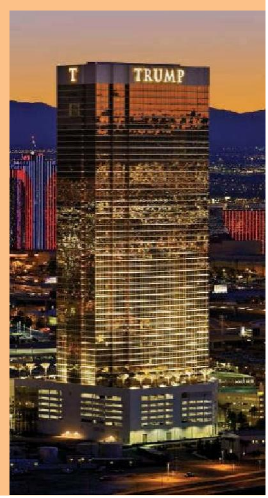
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Founded in 1994, PMI has globally sourced, purchased and installed more than $1.5 billion in casino, resort and hotel furnishings, operating equipment, systems and construction materials worldwide. PMI's mission is focused on providing unparalleled purchasing services, while continuing to expand its global reach in order to remain the leader in procurement and sourcing.

Headquartered in Dallas, PMI employs 60 purchasing specialists at four worldwide office locations, with satellite offices in Las Vegas, Cancun and New Delhi, India.

PMI is on the forefront of green business practices in the hospitality and casino/resort industries. President Bill Langmade is a Leadership in Energy and Environmental Design (LEED) Accredited Professional. PMI assists clients in compliance with the LEED Green Building Rating System.



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Soft style

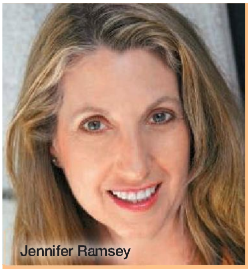
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anichinihospitality.com
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Ramsey Purchasing is a San Francisco-based firm, specializing in Furniture Fixtures and Equipment (FF&E) purchasing management services and related consulting for the hospitality industry. Ramsey Purchasing is committed to leading the effort to provide sustainable choices to owners and designers for interiors that are healthy, productive places; are less costly to operate and maintain; and have a reduced environmental footprint. Operating as a fee-based company since 1987, Ramsey Purchasing assists the hospitality owner by ensuring that the best value is obtained for each product and that full disclosure is made of product availability and pricing. The project design is honored with a high level of respect. In all cases the project remains to the best interest of the owner, operator and guests.



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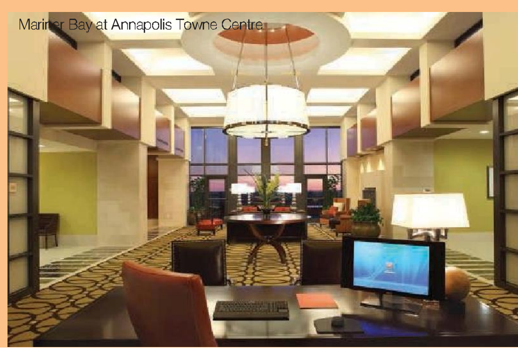
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RDJA's business philosophy ensures principal involvement on each and every project. Our award-winning, 28-person design firm integrates the disciplines of experienced and talented international architects and interior designers specializing in new construction, renovations and adaptive reuse.

Our project work includes boutique hotels, resorts, restaurants, spas, time-shares, fractionals and multi-family residences. RDJA is nationally recognized, listed among Interior Design magazine's 2008 Top 200 Giants, with current project work throughout the United States and the Caribbean.

CIRCLE NO. 130


Mariner Bay at Annapolis Towne Centre



Putting hotels in their place

Kimpton's design team finds the right ambience for each property

BY PAUL J. HENEY, EDITORIAL DIRECTOR

It has been nearly 30 years since Bill Kimpton, an investment banker-turned-hotelier, created his first boutique hotel. Today, the company that carries on his name continues to avoid the dreaded cookie-cutter mentality.

David Sussman, SVP, Hotel Development & Design for Kimpton Hotels & Restaurants, says they work hard to differentiate themselves and to create anticipation on the part of the customer.

"We want to provide them with something they haven't seen before, a sense of surprise—and we enjoy creating new and different looks as time goes on," Sussman says.

He also says their design ethic is rooted in Bill Kimpton's original goal to create a residential feel.

"We keep in mind the origins of making sure the hotels are always comfortable, make people feel happy and welcome when they're traveling. [Bill] thought, when people traveled, it was a bit unsettling, they were a bit insecure," Sussman says. "The first designer he ever

WARM WOODS are used extensively in this public space at the Hotel Palomar in Dallas. Kimpton's design department strives for a residential feel in their properties.

ALL PHOTOS BY DAVID PHELPS FOR KIMPTON HOTELS & RESTAURANTS

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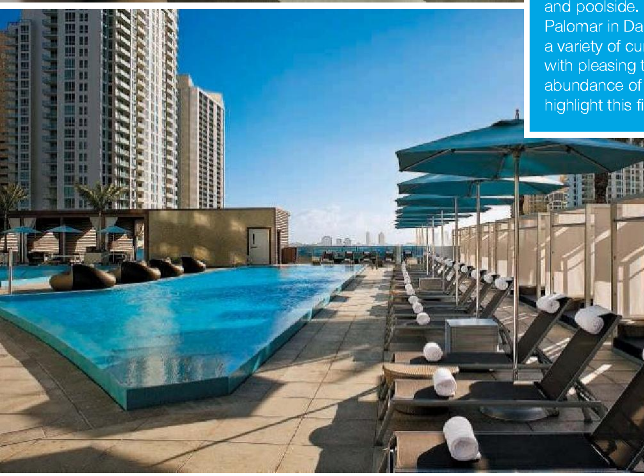
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Not all purchasing companies are created equal.







TEXTURE AND PATTERN are important to Kimpton's design philosophy. Left, the EPIC Hotel in Miami has playful patterns in both common areas and poolside. Right, the Hotel Palomar in Dallas intermingles a variety of curved shapes with pleasing textures and an abundance of natural light to highlight this fire feature.

hired was someone who worked on his house."

Creating a new design

"We work with a lot of different designers and a lot of different types of hotels," Sussman says. "When we approach a project, we start to think about what's the right project for the particular location."

Sussman explains that it's critical at the outset to determine whether the property will be branded as a Monaco, a Palomar, or something unique, like their EPIC property in Miami. At that point, they narrow down the list of designers to those who would fit the concept.

"First of all, we're aware of who we think are the top designers in the field … who, in our eyes, really get it," he says.

Kimpton creates a short list for each of the jobs for the purposes of bidding out the design.

"We do have standards that we create, but they're more about functionality than a look. Wanting to make sure the room is properly lit is important, but choosing the lamp is not," he says. "We work with them to discuss the options, their ideas, our ideas and try to narrow in on a direction that we feel is appropriate to that location."

Sussman stresses the company believes that every property should have some connection to its location.

"EPIC was all about using bright colors because of the sun in Miami—something sophisticated yet casual. If we're looking to put something in New York or Seattle, we're trying to create an ambience that we feel is fitting to that location. We don't want people waking up and having no idea where they are—there should be a sense of place when you're traveling, that's the fun part," he says.

One element that makes a Kimpton a Kimpton, according to Sussman, is the surprises or twists that the design team includes for the customer to pick up on. This could be something whimsical—like the Ben Franklin images on the underside of the entrance canopy at the soon-to-open Philadelphia Palomar project. But it could also be something subtle—the way they treat a pillow, a wallcovering or the company's signature crocodile hidden in a carpeting pattern.

Connecting with designers

Sussman's team looks for designers who have really demonstrated exceptional capabilities. To him, it's key to find people who can execute on time, on budget, with great documentation and possess the ability to be a team player.

"I look for people who really have fresh ideas and who have demonstrated it. A lot of people say 'I can do that,' and I say 'Show me what you've done.' I'm looking for examples of work that's really groundbreaking," he says.

Cheryl Rowley, principal, Cheryl Rowley Design, has a long-standing relationship with Kimpton, having worked on multiple properties since the early 1990s.

"While our presentation to a group of six executives for that very first project was daunting,



ICONIC COLORS draw the eye around this captivating space at the Hotel Palomar in Westwood, Calif., near Los Angeles.

"We work with a lot of different designers and a lot of different types of hotels. When we approach a project, we start to think about what's the right project for the particular location."

– David Sussman, SVP, Hotel Development & Design for Kimpton Hotels & Restaurants

those that followed for the next several projects with Bill Kimpton and Tom La Tour were always a treat," Rowley says. "It was in those intimate presentations that I learned the power of telling a story when presenting a project to Bill and Tom. And it was in the telling of the hotel's story that Kimpton realized a marketing potential. David Sussman was part of the original group of six that participated in the decision to hire my firm for that first project and he has been there ever since with ever-expanding responsibilities. Presentations now involve many more individuals than when we started out all those years ago, but what hasn't changed is the level of respect and trust that I have been afforded from that very beginning."

Rowley says Kimpton's management style provides a wide berth for a designer's concepts to flourish and that always served her firm and the projects well.

Sussman says the constant change in hospitality—from technology improvements to traveler preferences can open up new areas for designers.

"People don't use armoires anymore, because there are flat-screen televisions. So that's led to interesting ideas. Where does the TV go? Should it be on the wall? Should the unit extend the length of the wall and be 15 feet wide and [made of] different pieces?" he says. "We've embraced the TV and the iPod, and we're looking at all different ways to accommodate that. Luxurious bedding is a must these days, along with high thread count sheets. … We use a bed throw, much like a lot of other people do; no one's used the bed spread in a long time."

Kimpton also places a lot of importance on wallcoverings and flooring.

"We like the wallcovering to play a big part, whether it has a texture to it, a pattern; we're not just putting plain old vinyl on a wall and calling it a day," Sussman says. "We pay a lot of attention to the carpets. We like to work with texture and interesting patterns that are unique. … In the guestrooms, we like to introduce interesting patterns, in some cases it may look like crocodile, in other ones it may look like something inspired out of nature, it could be a really beautiful graphic."

As for what's next in Kimpton designs, the element of surprise comes up again.

"You really never know what's coming up next. I don't either," Sussman says. "Every day, another project comes in the door, and we chat about it and think about who we want to work with. One of the most fun parts of my job is to dream of the possibilities of where to go with the next project. … I don't think somebody could tell you what the next Kimpton's going to look like. I think that's what makes us unique."

TRENDLINES art

BY CHRIS CROWELL

Not many aspects of a design are timeless, as renovations and redesigns occur several times during a property's lifecycle. The art in a hotel, however, is a different story. Art should define the soul of the hotel and stay unchanged by what's trendy. This makes art decisions crucially important in hospitality design.



Flavia Lowenstein-Elortegui

"It can be an investment for the owners," says Flavia Lowenstein-Elortegui, associate director, Diana Lowenstein Fine Arts. "But you buy art because you love what it is—it speaks louder than words. Art has no real shelf life."

"Hotel art collections will continue to be important to owners and developers, even in this tightened economy, because it is something that guests have come to expect from upscale properties," says Joan Warren-Grady, founder of Joan Warren-Grady Art Advisory, who has collected art for more than 200 international properties.



Joan Warren-Grady

The latest trend, ushered in by the current economic climate, is creatively building an art collection with fewer dollars—a concept that can be accomplished without cheapening the outcome.

"We may curate a collection that is [made of] mostly emerging, and therefore less expensive, artists," Warren-Grady says. "Or, we may focus on acquiring a few key original pieces for prominent places such as the lobby, main restaurant and prominent exterior space while the rest of the collection may be editioned work."



Nunzio DeSantis

Nunzio DeSantis, EVP with HKS Hill Glazier Studio, believes the best art for hotels, currently, is earthy and raw three-dimensional pieces that have elements of space, color, movement and shadow.

"I like when you combine art with light at night," he says. "It creates a phenomenal sculptural tonal quality on the ceiling—the shade and shadows—it gives an overlooked plane like the ceiling a different dimension. It becomes animated."

Regardless of specific art genre or medium, the over-arching hospitality trend has been to look locally for whatever is needed.

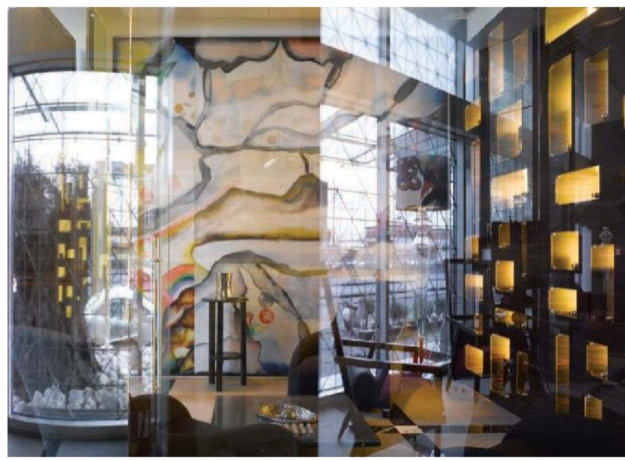
"Try to hire people that know what's going on in the local art community," DeSantis says. "In cultural regions, look for rawness of art–the rawer the better. We always see finished art, but we want something that's a little more primitive and interpretive."

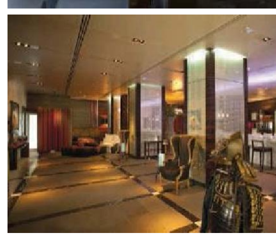
Art curators and consultants are playing a bigger role in the process and, beyond the local art considerations, should be contacted early in the planning stages.

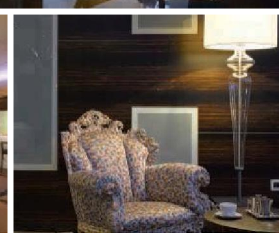
"I like to sit down and feel what their whole concept is about and then find pieces to complement it," Lowenstein-Elortegui says. "The art should match the color palette but speak for itself. You have to work in advance, and find that right wall that will go with the furniture that won't take away from importance of the piece."

Romeo Hotel, Naples, Italy

Conceived by Japanese architect firm Kenzo Tange Associates and decorated by B&B Italia, the Romeo Hotel is Naples' first Design Hotel. Its modern architecture and interior design is juxtaposed with antiques and natural elements making it a study in the art of contrast. By bringing together internationally known artists such as Francesco Clemente, Lello Esposito and Sergio Fermariello, Romeo Hotel pays homage to top art museums such as the Metropolitan Museum of Art in New York, but with a distinctive Neapolitan twist. Each specially commissioned piece is inspired by Naples, immersing guests in the city's rich tradition and culture through the artists' modern interpretations.









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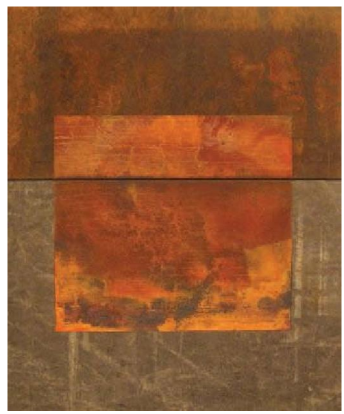


EPIC Residences & Hotel, Miami

Diana Lowenstein Fine Arts amassed an extensive $2-million art collection at the EPIC Miami from artists that include James Brown, Roberto Matta, Dario Basso, Fernando DeSzyszlo, Jose Bechara, Karina Wisniewska, Alexis Gorodine, Gye Hoon Park and Ola Kolehmainen. The art is located throughout EPIC's expansive lobby and indoor common areas. The focal piece of the collection is a large outdoor sculpture by Polish artist Xawery Wolski, composed of bronze in a white patina that is a reflection of the sculptor's aesthetic, blending elements of the past and present to form one unified work. The collection overall comprises 94 pieces and blends with the property's urban style.

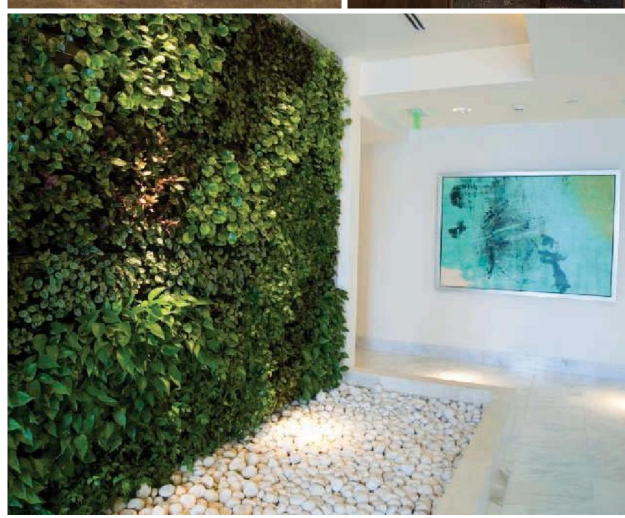












DIANA LOWENSTEIN FINE ARTS

21c Museum Hotel, Louisville, Ky

Instead of incorporating an art collection into a hotel, 21c incorporated a hotel into its art collection. With more than 9,000 square feet of exhibit space, 21c features group and solo exhibitions, a video lounge and permanent commissioned installments. The art comes from the personal collection of owners Laura Lee Brown and Steve Wilson and is open free to the public 24 hours a day. Five 18th century buildings were combined to create 21c, and the design highlights historical elements of the original buildings, such as exposed brick, arches and prismatic leaded glass transoms. The interiors feature hand-knotted rugs, hand-blocked linen upholstery and reclaimed wood floors.

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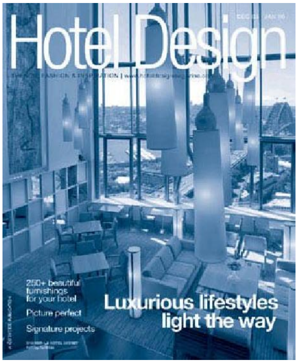
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Please fill in ovals as shown ●

1. Which of the following best describes your business relationship to the hotel, resort or spa industry? (fill in ONE only)

Architects/Designers
- 01 ○ Interior Design Firm designing hotel, resort and spa properties
- 02 ○ Architectural Firm designing hotel, resort and spa properties
- 03 ○ Contractor/Builder/Developer building hotel, resort and spa properties
- 04 ○ Purchasing Firm buying FF&E for hotel, resort and spa properties
- 05 ○ Other (please specify) ______________________

Owner/Operators
- 06 ○ Hotel ➡
- 07 ○ Resort ➡
- 08 ○ Lodge ➡

If a hotel, resort or lodge, indicate the number of rooms:
- 1 ○ 300 Rooms or More
- 2 ○ 100-299 Rooms
- 3 ○ Under 100 Rooms

- 09 ○ Destination Spa
- 13 ○ Headquarters or Regional Office: Franchises, Chains, Referral/Management Organizations
- 14 ○ Hotel Property/Real Estate Developers/ Independent Developers
- 20 ○ Other (please specify) ______________________
- 30 ○ Trade, Supplier, Dealer, Distributor or Manufacturer's Rep
- 50 Other (please specify) ______________________

2. Which of the following best describes your title? (fill in ONE only)
- 001 ○ Owner/President/CEO
- 002 ○ Partner
- 003 ○ Project Director/Manager
- 004 ○ Purchasing Director/Manager
- 005 ○ Architectural Director
- 006 ○ Sr. Design Director
- 007 ○ Other VP/Director/Manager
- 008 ○ Interior Designer/Architect/Engineer
- 009 Other Design Personnel (please specify) ______________________
- 010 Other Management Personnel (please specify) ______________________
- 020 Other (please specify) ______________________

3. Owner/Operators (Lodges, hotels, resorts, spas)

A. If more than one, how many properties do you own or operate? (please specify) ______________________

4. How many lodging projects have you worked on for hotels, resorts and spas in the last 24 months?
- 1 ○ 25 or more
- 2 ○ 10–24
- 3 ○ 5–9
- 4 ○ 1–4

5. Please indicate the number of employees at your firm's address, including yourself:
- 1 ○ 25 or more
- 2 ○ 10–24
- 3 ○ 5–9
- 4 ○ 1–4

6. Which of the following functions do you perform in the design/décor process? (fill in ALL that apply)
- 1 ○ Program Planning and Concept
- 2 ○ Schematic Designer
- 3 ○ Design Development
- 4 ○ Architecture/Design/Development
- 5 ○ Installation
- 6 Other (please specify) ______________________
- 89 ○ None of the above

7. Your firm's total lodging project revenue for the last 12 months? (For architectural or interior design firms only):
- 1 ○ More than $10 Million
- 2 ○ $5M – $9.99 Million
- 3 ○ $4M – $4.99 Million
- 4 ○ $3M – $3.99 Million
- 5 ○ $2M – $2.99 Million
- 6 ○ $1M – $1.99 Million
- 7 ○ Less than $1 Million

8. Type of ownership (for hotels and resorts only):
- 1 ○ Chain
- 2 ○ Franchise
- 3 ○ Management Company
- 4 ○ Independent
- 999 Other (please specify) ______________________

9. Which of the following product categories do you purchase, specify, approve or otherwise influence the purchase of? (fill in ALL that apply)
- 21 ○ Apparel
- 22 ○ Architectural/Building Products (including electrical, plumbing and other products)
- 23 ○ Art & Accessories (including flowers and plants)
- 24 ○ Communication systems, services and equipment (including audio/visual)
- 25 ○ Furniture, fixtures, equipment (FF&E)
- 26 ○ Wall coverings
- 27 ○ Fabrics
- 28 ○ Lighting Products
- 29 ○ Flooring (including stone, tile, carpeting)
- 30 ○ Security Systems
- 31 ○ Window Treatments
- 32 Other (please specify) ______________________
- 99 ○ None of the above

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Spa treatment

GIVE GUESTS A FULL EXPERIENCE

PURE ELEGANCE
The Essential line from ADA Cosmetics has a modern, puristic style. Its fragrance is a reflection of the collection's philosophy and captivates the guest with its airiness, authenticity and expressiveness.
ada-cosmetics.com
CIRCLE 203





EUROPEAN FLAVOR
The Lorenzo Villoresi lines from La Bottega are known for their strength, complexity, freshness and staying power. Firenze is based on olive oil, enriched by the green, fresh and fruity fragrance of olive oil.
labottega.com
CIRCLE 204



ORGANIC PAMPERING
Gilchrist and Soames BeeKind collection, which contains natural conditioning agents from honey, comes in an environmentally friendly paper bottle that reduces packaging weight by 59 percent and waste space by 92 percent.
gilchristsoames.com
CIRCLE 205



CITRUS SCENTS

The invigorating and zesty citrus fruits scents in L'Occitane's Citrus Verbena, Orange Ribbon Soap and Sunny Shower Gel refresh the body, leaving hair and skin light and pleasantly perfumed.

loccitane.com

CIRCLE 206



GREEN PACKAGING

RoomService Amenities introduces Green from NATÜRA. These vegetable-based soaps come in biodegradable bottles derived from a corn-based material.

roomserviceamenities.com

CIRCLE 207

NATURAL OILS

The Bamboo Lemongrass collection from Lather features natural oil formulations that are clean, fresh and unisex. Its packaging is made from 85-percent recycled materials.

lather.com

CIRCLE 208




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CIRCLE NO. 108

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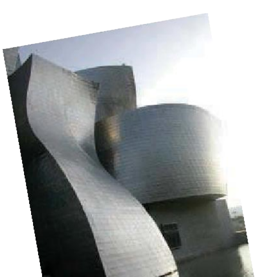
Sue Brush will retire at the end of 2009, but not without leaving her mark on the industry. Brush helped build the Westin brand into a global icon and launched a number of industry firsts, including the Heavenly Bed.

Now Reading:
"Little Bee" by Chris Cleave

My drink:
champagne or iced tea

My playlist:
show tunes, from "Les Miserables" to "Mama Mia"

Friends describe me as:
thoughtful, generous, fun



Sue Brush

SVP, GLOBAL BRAND LEADER, WESTIN HOTELS & RESORTS



TO ME, HOSPITALITY MEANS creating memorable, on-brand guest experiences. It also means creating refined interior spaces for guests to relax and be personally renewed. Westin achieves that with muted tones, natural fabrics and functional furnishings.

I GET CREATIVE INSPIRATION FROM traveling the world. Seeing and experiencing different cuisines and cultures is a great way to broaden one's perspective and think big thoughts. I also get creative inspiration early in the morning when I'm jogging or taking a shower. There's something about starting the day feeling rested and ready for the day ahead—that's when the good ideas come forth.

MY FAVORITE HOTEL IS any Westin. We've had great family vacations at Westins in Maui, Orlando and even Kansas City. My husband and I love Italy, so The Westin Excelsior Rome, The Westin Excelsior Florence and The Westin Regina and Europa Venice are among our favorites. And for business, I've loved visiting The Westin Beijing Financial Street and The Westin Bejing Chaoyang.

MY DESIGN IS INFLUENCED BY natural materials and a muted color palette. I like open spaces, spare furnishings and simple or no artwork.



OVERDONE IN DESIGN TODAY IS too ornate or fussy. When you look at a design space and don't know where the focal points it, it usually means it's overdone, and that's a design problem.

TODAY'S HOT COLOR PALETTE IS muted, relaxing, natural tones – green, gray and brown. With our frenetic lives, we are drawn to softer, soothing colors to counteract the frenzy all around us.

MY ADVICE TO YOUNG HOTELIERS IS start with a positive attitude because that is something we all completely control ourselves. We hire for attitude and train for skill—that's a huge advantage for highly motivated, energetic and focused young hoteliers. I also encourage them to learn languages so they can take on international assignments. Hoteliers who speak multiple languages are in great demand today.

THE MOST IMPRESSIVE ARCHITECTURAL SPACE I'VE SEEN IS the Guggenheim Museum in Bilbao, Spain.

THE STRANGEST OR MOST EMBARRASSING THING THAT'S EVER HAPPENED TO ME ON A BUSINESS TRIP IS leaving Mexico and getting stranded in Washington Dulles Airport, having to take a taxi and train back to New York, arriving at 2 a.m. with the city shut down by snow. It took me well over 24 hours to get home.

QUESTEX MEDIA

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